

# Resource Mobilization and Proposal Development Mastery

Special Workshops  
Munich (Germany)  
25 - 29 Aug 2025

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## Resource Mobilization and Proposal Development Mastery

**Ref:** 321827\_147839 **Date:** 25 - 29 Aug 2025 **Location:** Munich (Germany) **Fees:** 4400 Euro

### Course Description

This intensive 5-day course equips participants with the knowledge and skills needed to excel in resource mobilization and proposal development. Designed for nonprofit professionals and project managers, the course covers essential strategies for identifying funding sources, crafting compelling proposals, and building strong donor relationships. Participants will gain practical experience through hands-on exercises and real-world case studies.

### Learning Objectives

- Develop a comprehensive resource mobilization strategy
- Master the art of writing persuasive and effective proposals
- Learn to identify and approach potential donors and funding sources
- Understand best practices in donor relationship management
- Gain proficiency in budgeting and financial planning for proposals

### Course Modules

#### Day 1: Introduction to Resource Mobilization

- Understanding the resource mobilization landscape
- Identifying funding sources and opportunities
- Developing a resource mobilization strategy
- Assessing organizational capacity and needs

#### Day 2: Proposal Writing Fundamentals

- Key components of a successful proposal
- Crafting compelling problem statements and objectives
- Developing logical frameworks and theories of change
- Writing clear and concise project descriptions

#### Day 3: Advanced Proposal Development

- Creating realistic and impactful budgets
- Incorporating monitoring and evaluation plans
- Addressing sustainability and risk management
- Tailoring proposals to specific donor requirements

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#### **Day 4: Donor Relations and Communication**

- Building and maintaining donor relationships
- Effective communication strategies with funders
- Negotiating and managing grant agreements
- Reporting and accountability best practices

#### **Day 5: Practical Application and Review**

- Case studies and proposal critiques
- Hands-on proposal writing workshop
- Peer review and feedback sessions
- Action planning for implementation

#### **Practical Wins for Participants**

- Develop a customized resource mobilization strategy
- Create a complete proposal draft for a real project
- Build a toolkit of templates and resources for future use
- Establish a network of peers for ongoing support and collaboration

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